

Message Text

UNCLASSIFIED

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TO SECSTATE WASHDC 1360

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UNCLAS CARACAS 13402

E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: VENEZUELAN COAL PROJECTS

REF: A. CARACAS 11120; 2. CARACAS 12921; 3. STATE 296111

1. TO EMBASSY'S KNOWLEDGE, TENDER FOR NARICUAL WASHING AND SORTING PLANT (REF 1) WAS FIRST GOV NOTIFICATION OF TENDER RELATED TO VARIOUS COAL PROJECTS. ENGINEERING CONTRACTS MENTIONED IN REF 2 APPARENTLY WERE NEGOTIATED BILATERALLY.

2. UNDER PREVIOUS (COPEI) GOVERNMENT, REGIONAL DEVELOPMENT AGENCIES WERE PERMITTED TO NEGOTIATE PARTICIPATION AGREEMENTS WITH FOREIGN FIRMS INTERESTED IN DEVELOPMENT OF COAL RESERVES DESCRIBED IN PARA 2, REF 2. THE PEABODY COAL CO. AND CHEVRON MINERALS CO. WERE BOTH INVOLVED IN THESE NEGOTIATIONS BEFORE FOREIGN PARTICIPATION WAS PROHIBITED BY THE CURRENT AD ADMINISTRATION. IT SEEMS LIKELY THAT ENGLISH AND GERMAN ENGINEERING CONTRACTS ARE OFFSHOOTS OF EARLIER NEGOTIATIONS WITH FIRMS OF THESE COUNTRIES, WHICH OFFERED ENGINEERING/CONSULTANT SERVICES PROPOSALS WHEN PARTICIPATION AGREEMENTS WERE RULED OUT.

3. EMBASSY WILL EMPHASIZE U.S. FIRMS' INTEREST IN PARTICIPATING IN ANY RELATED FUTURE ENGINEERING SERVICES CONTRACT NEGOTIATIONS.
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